

Innovative Projects Request for Proposals : **Informational Webinar**

February 24, 2009

1:30pm – 3pm

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State of California

Department of Community Services & Development

CSD Announces Two Bidding Opportunities:

| | |
|---------------|--|
| Total Amount: | \$12.5 Million+ |
| Source: | 2009 LIHEAP Block Grant |
| Available to: | Existing LIHEAP Providers (Public/Private Partnerships Encouraged!) |

CSD Staff

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| Renee Webster-Hawkins | CSD Deputy Director |
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| Jason Wimbley | Chief, Energy Division |
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| Kathy Ely | Manager, Energy Division |
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| Lynn Wiley | Analyst, Energy Division |
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Webinar Format

- Overview of RFPs
 - Key Points
 - Timelines
- Review of “Solar For All California” RFP
- Review of “LIHEAP Innovative Energy Projects” RFP
- Review of Items Common to Both RFPs
 - Timeline
 - Program Evaluation
 - Identification of non-LIHEAP funding sources
 - Letters of Intent to Bid
- Questions

RFP #1

- “*Solar For All California*”
- \$10 million available
- LIHEAP funds
- To install PV systems to benefit LIHEAP-eligible customers and encourage Green job development in the solar industry
- Intent is to award two or three pilot projects
- Public/Private partnerships strongly encouraged

RFP #2

- “*Innovative Energy Projects & Leveraging*”
- \$2.5 million for available for Innovative Energy Projects + \$179,182 for innovative approaches to leveraging
- LIHEAP funds
- Any innovative energy or leveraging projects that qualify for LIHEAP funding

RFP #1

“Solar For All California”

| | |
|---------------------|--|
| March 2, 2009 | Optional Letter of Intent to Bid Due |
| April 1, 2009 | RFP released |
| April 15, 2009 | Deadline for bidders to submit written questions to CSD |
| April 23, 2009 | CSD to post responses to written questions at www.csd.ca.gov |
| June 1, 2009 | Proposals Due |
| September 30, 2009 | Contracts in place. Work begins. |

RFP #2

“Innovative Energy Projects & Leveraging”

| | |
|---------------------|--|
| March 9, 2009 | Optional Letter of Intent to Bid Due |
| April 8, 2009 | RFP released |
| April 22, 2009 | Deadline for bidders to submit written questions to CSD |
| April 29, 2009 | CSD to post responses to written questions at www.csd.ca.gov |
| June 8, 2009 | Proposals Due |
| September 30, 2009 | Contracts in place. Work begins. |

“Solar For All California”

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“Solar For All California”

Project Objectives

Optimally-sized PV systems totaling 1.5 MW or more: Install 3-4kW systems on 500 single-family homes, or equivalent systems for multi-family dwellings.

No loans, no liens and no out-of-pocket costs for the home owner. The partnership fully subsidizes the installation, including warranty.

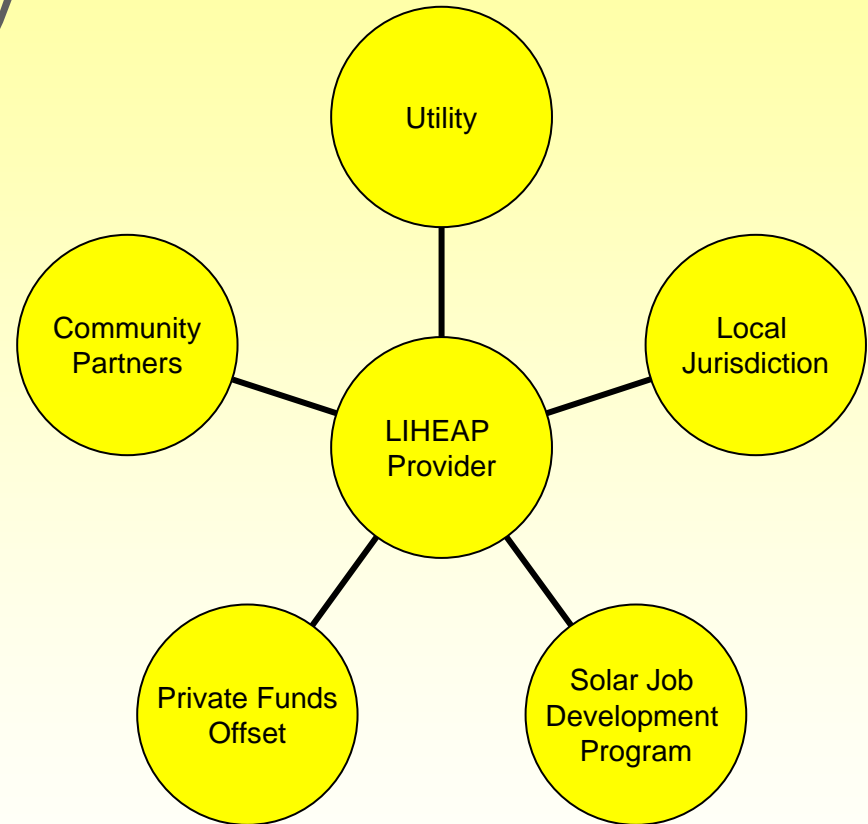
Energy Efficiency: Further reduce the energy consumption of each home through LIHEAP weatherization program.

Green job development: Train low-income workers to become licensed solar installers.

“Solar For All California”

Partnering is Key

CSD seeks an experienced LIHEAP provider to perform key project tasks and provide leadership to a variety of partners.

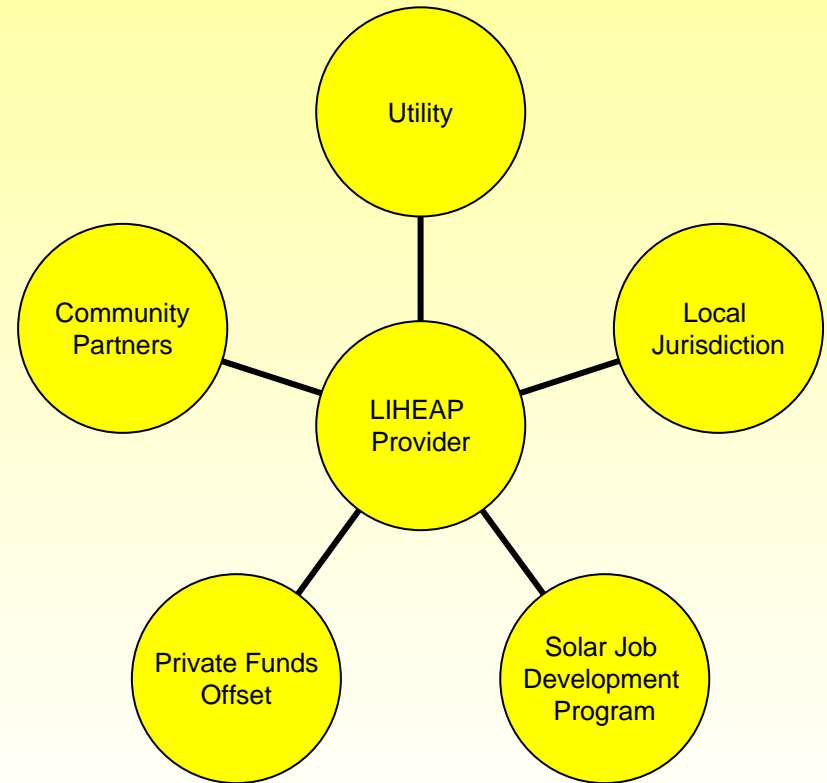


“Solar For All California”

Partnering is Key

LIHEAP provider will likely perform:

- client outreach and education
- dwelling assessments
- solar and electrical installations
- related contracting

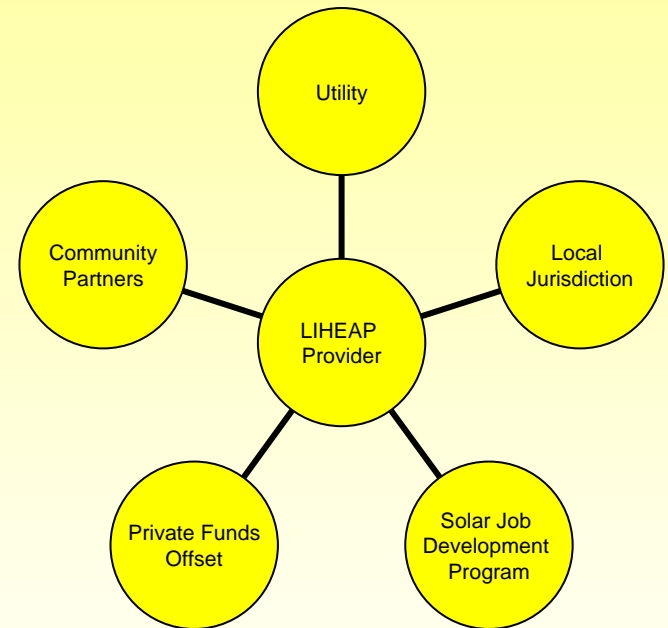


“Solar For All California”

Partnering is Key

The ideal partnership with that LIHEAP provider will also include any or all of the following available partners:

Utility: A municipal or investor-owned utility willing to dedicate its SB1 or other energy efficiency and renewable resources, at \$3 per watt or more.

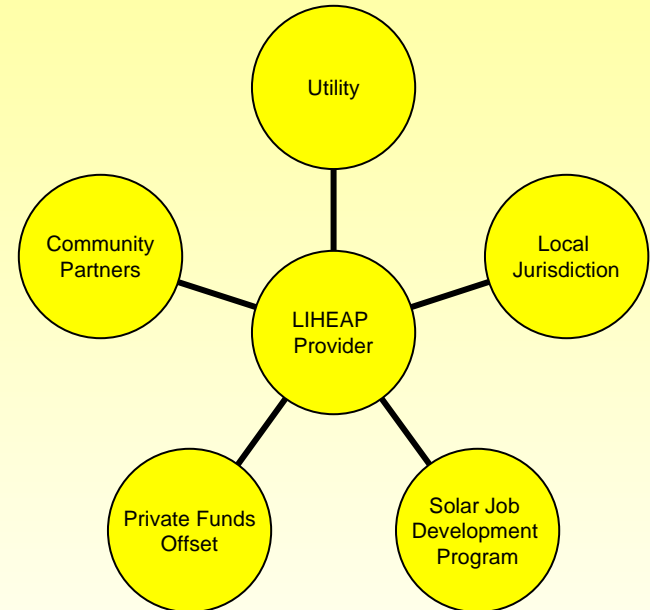


“Solar For All California”

Partnering is Key

Vendor: A supplier of the panels, inverters and racks to provide bulk and/or wholesale rates, plus generous warranty, on all parts and materials.

Private funds offset: A financial partner or other funding source to underwrite some or all of the remaining costs.

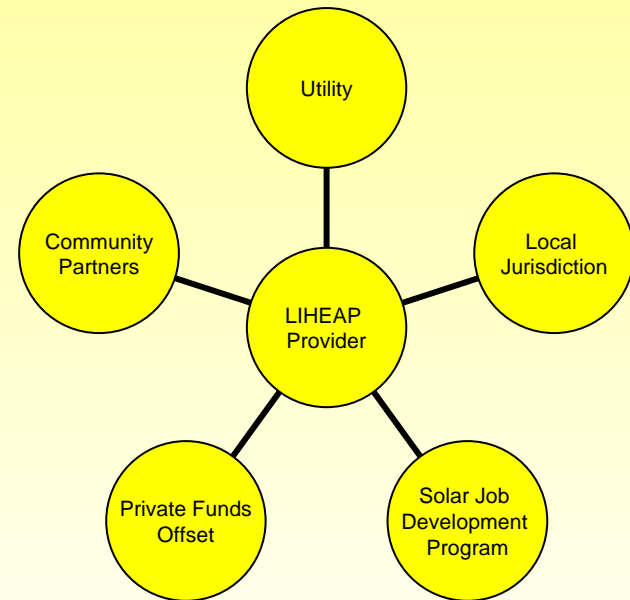


“Solar For All California”

Partnering is Key

Solar Job Development

Program: Conservation corps, community college or other employment program to supply curriculum and apprenticeship for low-income trainees

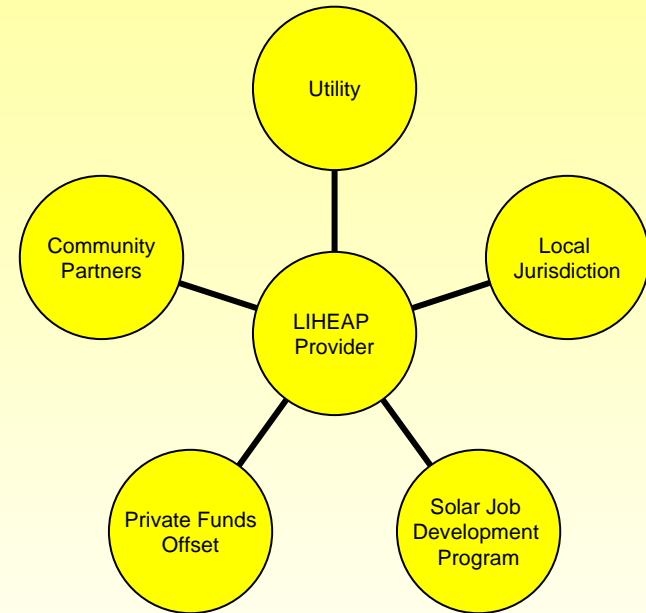


“Solar For All California”

Partnering is Key

Local Jurisdiction: To reduce or waive necessary permit fees

Community Partners: CSD encourages partnerships where the LIHEAP provider serves as a lead and sub-grants to other LIHEAP- or CSBG-funded organizations.



“LIHEAP Innovative Energy Projects”

“Other Innovative Projects”

Project Details

- \$2.5 million of the 2009 Low-Income Home Energy Assistance Program (LIHEAP) block grant to fund Innovative Energy Projects.
- In addition, CSD receives an annual .08% allotment of the LIHEAP Allocation, which, this year, totals \$179,182. CSD seeks to award from one to three proposals that will demonstrate an innovative approach or approaches to leveraging that can be implemented statewide.

“Other Innovative Projects”

Project Objectives

Reduce the energy consumption and the energy burden for each home weatherized through the LIHEAP weatherization program.

Increase energy efficiency of eligible low-income dwellings.

Increase health and safety of home energy systems for LIHEAP eligible clients.

Reduce greenhouse gas emissions and related pollutants through energy efficiency retrofits, repairs and/or HVAC repairs or replacements.

Improve existing energy efficiency programs through innovation, leveraging and coordination of resources.

Proposals submitted for the additional leveraging dollars are intended for projects which **identify, develop and demonstrate leveraging programs.**

“Other Innovative Projects”

Projects should further the goals of CSD and its energy programs, including:

Direct benefits for low-income families by reducing their energy burden.

Increase health and safety benefits for LIHEAP eligible clients.

Green job development such as on-the-job training of low-income workers in weatherization, residential solar and home energy systems.

“Other Innovative Projects”

Projects should further the goals of CSD and its energy programs, including (con’t):

Leverage other resources, as applicable;

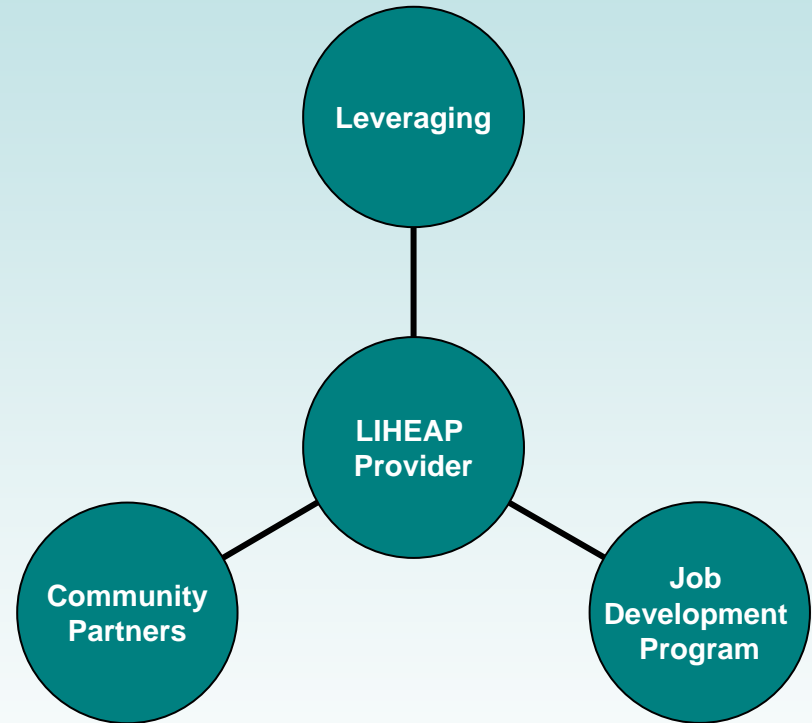
Produce measurable energy or environmental benefits for the community and State;

Able to be replicated by other LIHEAP service providers in other areas of the State except in cases where municipal utilities or other specific entities are part of the proposal’s workplan.

“Other Innovative Projects”

Partnering is Key

CSD seeks an experienced LIHEAP provider to perform key project tasks and provide leadership to a variety of partners.



“Other Innovative Projects”

Partnering is Key

Community Partners: CSD encourages partnerships where the applicant serves as a lead and then partners with or subgrants to other LIHEAP- or CSBG-funded organizations.

Job Development Program: CSD encourages LIHEAP Service Providers to utilize low-income trainees hired through employment development programs and apprenticeship programs when possible.

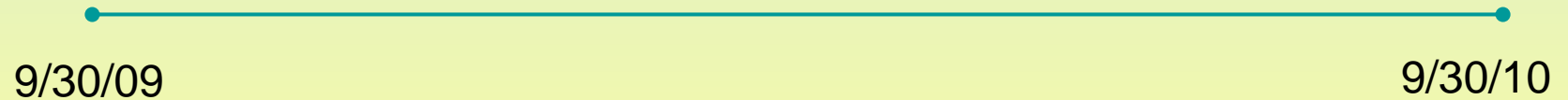
Leveraging: CSD encourages LIHEAP Service Providers to leverage other private or public resources for projects that require matching funds per project design.



Items Common to Both RFPs

Timeline

The project should begin September 30, 2009 and be completed within twelve months.



Project Budget/Funding Sources

The project budget should illustrate the total costs of the project, including the source and amount of funding for costs not supported by LIHEAP.

Program Evaluation

A final report detailing the project's goals, objectives, outcomes, lessons learned and blueprint for implementation by other LIHEAP providers.

Letters of Intent to Bid

Letters of Intent to Bid are not required, but encouraged, for both RFPs

Letters serve a dual purpose:

1. To help CSD plan its resources for reviewing proposals; and
2. To allow potential bidders to ask CSD questions regarding their proposed project's eligibility for LIHEAP funding.

Letters of Intent to Bid

- If bidders are uncertain whether or not their proposed project is eligible for LIHEAP funding, and if bidders present sufficient information, CSD will provide early determinations as to whether the proposed expenditures are allowable under the LIHEAP block grant rules.
- Proposed projects will not be reviewed for their merits.
- CSD will only address specific questions posed by bidders.
- CSD will keep the content of all Letters of Intent to Bid confidential until after CSD has awarded the funds.

Updates, Q&A, etc. will be posted at

www.csd.ca.gov

(Contractors' Home)

Questions?

State of California

Department of Community Services & Development

